



November 29, 2016  
Tradepoint Atlantic Marketing Center  
7001 Bethlehem Boulevard, Sparrows Point  
1:00pm – 3:00pm

**Attendees:**

**Cabinet Members:**

R. Michael Gill, Secretary, Department of Commerce, Chair  
Kelly Schulz, Secretary, Department of Labor, Licensing and Regulation (DLLR)  
Ben Grumbles, Secretary, Maryland Department of the Environment (MDE)  
Wendi Peters, Secretary, Maryland Department of Planning (MDP)  
Jimmy Rhee, Special Secretary, Governor's Office of Minority Affairs (GOMA)  
Ken Holt, Secretary, Maryland Department of Housing and Community Development (DHCD)  
Earl Lewis, Jr., Deputy Secretary, Maryland Department of Transportation (MDOT)

**Guests:**

Roy McGrath, Deputy Chief of Staff, Office of the Governor  
Heather Iliff, President and CEO, Maryland Nonprofits  
Henry Bogdan, Director of Public Policy, Maryland Nonprofits  
Michael Moore, CEO, Tradepoint Atlantic  
Joe Greco, VP, Commercial/Trade Development, Tradepoint Atlantic  
Aaron Tomarchio, VP, Corporate Affairs, Tradepoint Atlantic  
Ben Wu, Deputy Secretary/COO, Department of Commerce  
Horacio Tabalada, Deputy Secretary, MDE  
Jim Rzepkowski, Assistant Secretary, DLLR  
Steve Pennington, Department of Commerce  
Brady Walker, Department of Commerce  
Greg Derwart, Department of Commerce  
Bret Schreiber, Department of Commerce  
Julie Woepke, Department of Commerce

**I. Call to Order/Introductions of Members**

Secretary Gill called the meeting to order and welcomed members and guests.

**II. Review and approval of the September 7, 2016 Minutes**

Upon motion duly made and seconded, the minutes of the September 7, 2016 meeting were approved.

### **III. Chairman's Update**

Secretary Mike Gill provided an update on the State's overall economy with emphasis on areas most important to the competitiveness of the State – assets, rankings, taxes, regulations, customer service, workforce, tourism, film and the arts and mega projects. He emphasized the importance of competing and factors that impact competition, mega projects and keeping the positive growth momentum. (Presentation on file.)

### **IV. Maryland Nonprofits**

Heather Iliff, President & CEO of Maryland Nonprofits presented an overview of the organization which represents over 1,300 of the 31,000 nonprofits in the state. The mission of the organization is to strengthen nonprofits and networks for the greater quality of life and equity. Nonprofits employ 273,737 employees, 9.3% of Maryland workforce and engage 1.3 million volunteers. Ms. Iliff described the organization's training, consulting, benefits, research and advocacy efforts. (Presentation on file.)

### **VI. Cabinet Workgroups (Presentations on file.)**

#### **a. Customer Service**

Greg Derwart, Managing Director, Administration & Customer Experience, Department of Commerce presented the progress of the Governor's initiative to provide excellent customer service throughout state agencies. Agencies have created Customer Service Plans, the Customer Service Promise has been posted on location and posted on websites, a three (3) question survey is included in employee signatories and training is in progress. The Workgroup will meet quarterly with the 30 Agencies with Customer Service Plan will meet bi-annually.

#### **b. Workforce**

Bret Schreiber, Director, Education & Innovation, Strategic Industries & Entrepreneurship, Department of Commerce presented the progress on the Workgroup. He highlighted that the both Commerce and DLLR are updating websites to cross reference programs and contacts, announced the Maryland WorkSmart Program – a business training program that taps all 16 Community Colleges, and the InMD Program that will serve as a central marketplace for internships and early career pipeline of talent.

Secretary Schulz discussed the importance of not duplicating the efforts of the P-20 Council and the Governor's Workforce Development Board initiatives. Cabinet members agreed to improved communication of programs and initiatives.

### **V. Tradepoint Atlantic**

Michael Moore, CEO of Tradepoint Atlantic, one of the Mega Projects, presented an update of the 3,100 acre project which once employed over 30,000 people at its peak. The company has

completed demolition of over 17 million square feet of buildings and existing structures to make way for future development. A five (5) year strategic plan has been developed that will guide the development of four (4) standalone businesses from the former bankrupt steel mill – Tradepoint Marine, Trade Point Rail, Tradepoint Development and Tradepoint Utility Services. The company plans over \$2 billion in capital investment, 16,000 square feet of buildings, direct foreign investment and create a new economic center of gravity on the east side of Baltimore that will ultimately employ over 10,000 people over the next 10 years. (Presentation on file.)

## **VI. Cabinet Workgroups (continued)**

### **c. Mega Projects Workgroup**

Ben Wu, Deputy Secretary/COO, Department of Commerce provided updates on the Top 5 Mega Projects. With the announcement of Marriott selecting Bethesda for its new headquarters and hotel, it was questioned whether another Mega Project be brought up to the Top 5 and reported at each meeting. Discussion occurred among members. Secretary Gill referenced that while not a Mega Project, the Northrop Grumman retention project which initially represented 10,000 jobs will actually be 11,000 jobs and its payroll will be \$2 billion next year. He further referenced strong expansion in Frederick County.

Secretary Holt provided an update on Project C.O.R.E. citing that the next phase of demolition is scheduled for early December. He state that \$94 million in State and City funds have been committed to the project. 200 of the 953 properties to be demolished this year have been completed. He stated that \$7.1 million will be awarded for the demolitions through the Stadium Authority – 77 applications were received. Interest has been expressed from 30 private sector developers representing \$300 million in redevelopment.

Earl Lewis, Jr., Deputy Secretary MDOT provided an update of four (4) major transportation projects – Purple Line is awaiting a federal court decision in early 2017; Howard Street tunnel will be included in FASTLANE grant application due December 15<sup>th</sup>; I-270 interchange will open in 2017; MGM – six (6) interchanges at a cost of \$115 million will begin in 2017; Maglev – public hearings underway for the \$6 billion project and Baltimore Link is on schedule.

Steve Pennington, Managing Director Business and Industry Sector, updated the Cabinet on three (3) of the four (4) additional projects added to the list – Penn Station Redevelopment; Amazon Fulfillment Center; and Baltimore Crossroads/Greenleigh at Crossroads. Secretary Holt updated the Cabinet on the progress of the Ellicott City Restoration – 19 short-term loans were issued representing a commitment of \$2 million and \$100,000 in rental assistance to 26 families.

## **VII. 2017 Priorities**

Cabinet Secretaries discussed individual Agency priorities for the upcoming year. Secretary Holt reported his priorities - implementation of Project C.O.R.E.; marketing and implementation of Maryland SmartBuy – first time home buyer assistance for individuals with student debt; and increasing small business lending in priority funding areas from \$5 million to \$50 million. Secretary Schulz reported on modernization of the unemployment insurance division and bringing in industry; expansion of EARN Maryland program whose return of investment is \$1 -

\$15; and expansion of apprenticeships. Deputy Secretary Lewis reported transportation priorities - Purple Line; Howard Street Tunnel; all highways; Top 25 Mega Projects and Baltimore Link.

Secretary Peters reported on a renewed focus on data distribution to sister agencies; building local partnerships to provide tools and assistance for infill and redevelopment: conservation through transfer of development rights. Secretary Rhee reported on expanding ready, set, grow to help small business succeed in private sector; increasing the number of small and minority businesses and number of new small businesses doing business with the state, i.e. expanding the 10% Small Business Reserve mandate and 29% Minority Business Enterprises mandates; and communicating upcoming opportunities to businesses related to the Mega Projects. Secretary Grumbles reported his priorities of customer service; innovation and partnerships. Secretary Gill concluded with the priorities of landing the Federal Bureau of Investigation (FBI), re-engineering of finance programs and higher education collaborations.

#### **VIII. Future Meeting Dates**

January, March, May, July

#### **IX. Good of the Order**

No additional items were discussed by the Cabinet.

#### **IV. Adjournment**

There being no further discussion and upon motion duly made and seconded, the meeting was adjourned at 3:15pm by Secretary Gill.